

# shipping MANAGEMENT

## READERS' ROUTER

TO SEE PAGE

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THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING



Quaker State's aluminum coil roofing is light in weight and convenient enough when steel-strapped to be transported in large quantities via lift truck, as shown in

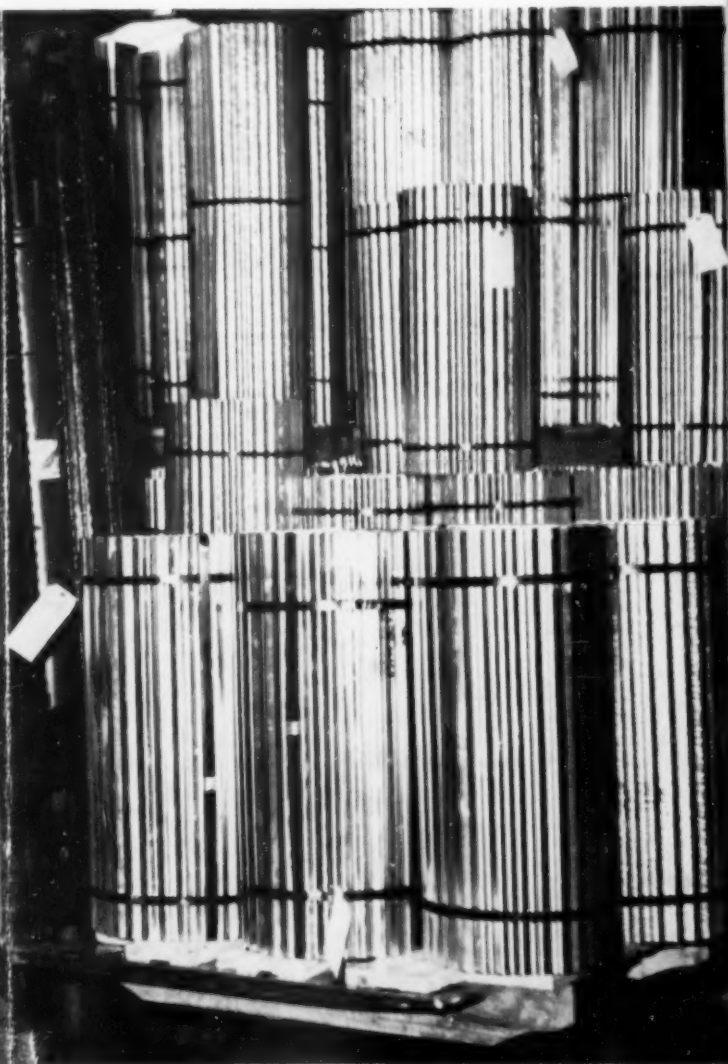


photo. Note corrugations in the roofing. Material requires no further outer packing. It is ready for shipping as is. Complete story on Page 15.

MAY 1955

MANUFACTURERS AGREE TWO-STRIP SEALING IS A BOON  
NO OUTER PACK AT ALL FOR METAL PRODUCTS



# THE MOST TALKED ABOUT GUMMED TAPE DISPENSERS ON THE MARKET!

## DERBY'S

*Fabulous  
Anniversary  
Models*

**SUPER  
DERBY**

# "152"

**Priced Far Lower  
Than Any Comparable Machine!**

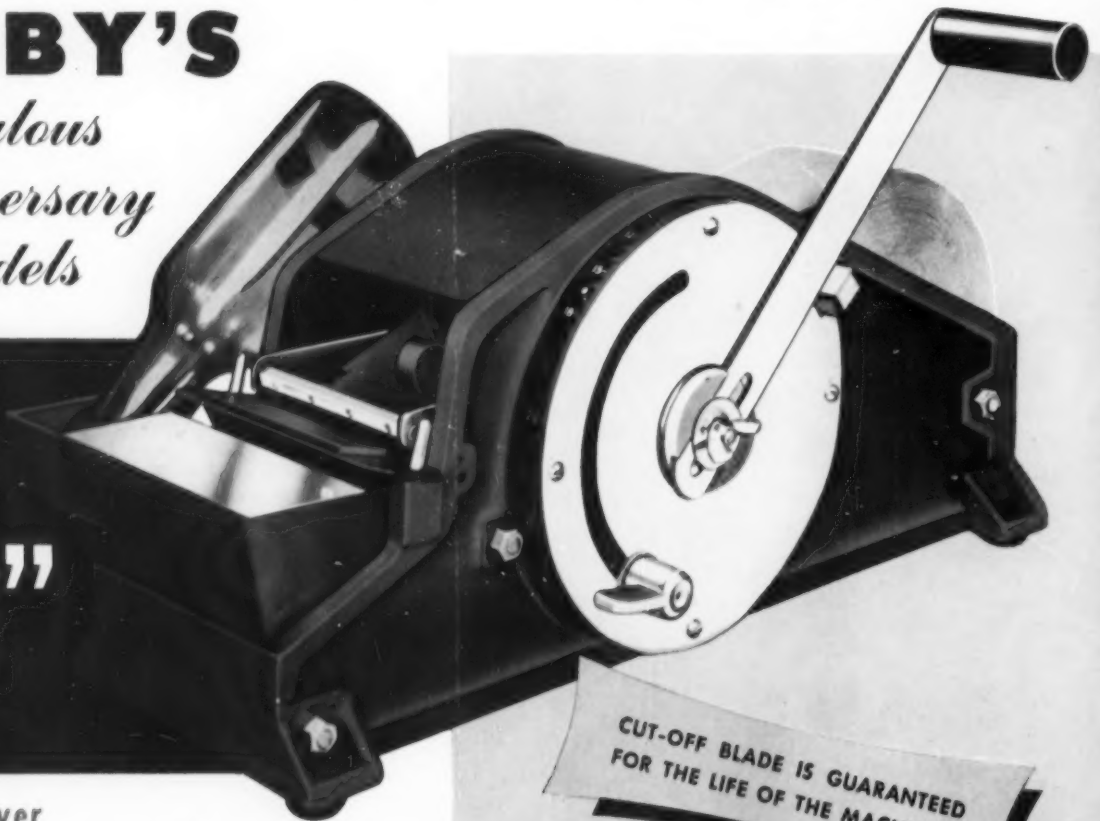
The star of the trade shows! . . . the most talked about gummed tape dispenser on the market! And no wonder! It's a machine that has been two years in designing, building and testing! Derby has always built fine machines and the Super Derby "152" proves it! So many big machine features . . . so many exclusive new Derby features . . . make its low, low price truly sensational!

- \* Exclusive Spring Clutch Feed
- \* Feed Stop for Predetermined Lengths up to 30"
- \* Dispenses 1" to 3" width tapes
- \* Visual Auxiliary Water Reservoir
- \* Single Brush Moisture Control System
- \* Adjustable Variable Length Slotted Handle
- \* Sturdy Interlocking Side Frames
- \* Automatic Tape Cut-Off
- \* Visual Measuring Scale



See Your Dealer Or Write:

**DERBY SEALERS, INC. DERBY, CONN.**



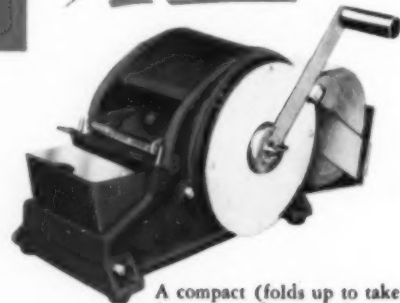
**CUT-OFF BLADE IS GUARANTEED  
FOR THE LIFE OF THE MACHINES!**

**DERBY  
"15"**

### GIANT ECONOMY

A New Gummed Tape Dispenser With All the Quality Features of Heavy Duty Machines At About

**1/2 the COST!**



A compact (folds up to take even less space) dispenser for gummed tapes from 1" to 3" wide. Has many of the unusual features of the Super Derby "152." Auxiliary Water Reservoir available.

# WHAT does this tape test prove?

- Reinforces container
- Dust-tight, moisture-resistant
- Easy to apply and open
- Protects against pilfering
- Printed tape advertises
- Economical



**M-J**  
COMET and TANGLEFOOT  
SUPERSTANDARD TAPES



## McLAURIN-JONES SEALING TAPES

**M-J Comet**

**M-J Tanglefoot**

**M-J Hyflex Glas-Tape**

**M-J Solseal (Waterproof)**

All available plain, colored or imprinted. Standard grade Tanglefoot and Sunrise also available.

Tear a strip of M-J Comet or Tanglefoot off a carton. You'll notice that part of the carton comes off with the tape.

What's that prove? That M-J's powerful adhesive welds so firmly, the tape becomes part of the carton itself! What's more, you need only one thickness of M-J tape to reinforce the vital spots of the carton. The tough, long-fibered Kraft gives extra protection to the corners, edges and seams.

Prove the strength of M-J Comet or Tanglefoot yourself... try a roll in your taping machine soon.

McLAURIN-JONES COMPANY    Headquarters: Brookfield, Massachusetts.    Offices: New York    Chicago    Cincinnati    Los Angeles  
Mills: Brookfield & Ware, Mass.    Homer, La.

# McLAURIN-JONES TAPES

MEN — METHODS — MATERIALS

# FOR BETTER SHIPPING

Receive practical, illustrated literature about the latest improvements and developments in shipping room supplies, devices and equipment as described below . . . important data every shipping room manager should keep on file — readily available for instant reference. The HELP-O-GRAM reply card adjacent to this page is for your use. Just check the appropriate box on the prepaid HELP-O-GRAM business reply card and drop it in the mail box. The material will be sent to you at once with no obligation on your part.

**CUT SEALING TIME BY two-thirds.** Use modern way to seal — with two strips instead of six. Made possible by tape's precisely laid 2-way reinforcing. For **FREE SAMPLES** check 1.

**TESTED GUMMED TAPE** wins awards with its time and money saving properties. Exhaustive tests have certified the quality of this product that will help reduce your damage claims. For **FREE TRIAL ROLL**, check 2.

**SIMPLIFY YOUR MAILING** problems with new mailing scale that ends weighing bottle-necks. Just put your package on this parcel post scale—press the zone key—and the correct amount registers. For **FREE DEMONSTRATIONS** or **DESCRIPTIVE LITERATURE** check 3.

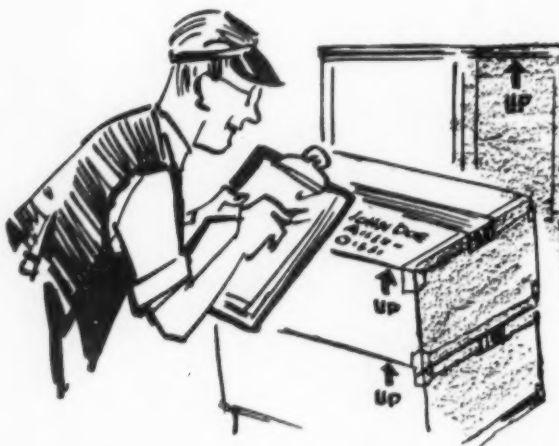
**ONE-HAND TACKING** is faster and cheaper. This product has rapid gripping action and take-up jaw for low maintenance. 36 different models and 80 staple sizes for any use. Check 4 for **FREE BOOKLET**.

**TAPE DISPENSER** manufacturer wants you to try anyone of his three tape machines for a three day trial. To get in on this **FREE OFFER** check 5.



**FREE TO DAY TRIAL OFFER.** Check No. 3 on the card and learn how you can try this label gluer in your own plant under your own working conditions with absolutely no obligation. You will also receive details of this system of tying your labeling in with your office and invoicing procedure, saving time and money, and eliminating error. This hand operating label gluer will enable you to do every type of labeling job at a saving. Check 6.

**WATER RESISTANT PROTECTION** with this gummed tape made to meet government specifications and to offer all around protection against moisture for wrapping, covering. For **FREE INFORMATION**, check 7.



**BOX MANUFACTURER** is offering at **NO COST OR OBLIGATION** on your part an analysis of your container needs, plus sample packing in the right container. To get in on this offer check 8.

**HERE'S THE ANSWER TO** your identification problems. A new type stencil which will also speed your product handling. Also, cuts down shipping loss and delays. For **FREE** stencil cut with your name and address plus information check 9.

**SHIPPING & TRAFFIC HEADACHES ANSWERED . . .** the new 1955 Better Shipping Manual will contain information and data on hundreds of subjects. Articles on military packaging, containers, sealing, etc. will be up-to-the minute. **FREE DETAILS** by simply checking 10.

**FLEXIBLE CORRUGATED** wrapping paper is the faster, more economical and time-saving answer to packaging problems. Unique scientific scoring method produces higher flutes giving greater cushion to shocks. **FREE INFO** check 11.

**POWERFUL ADHESIVE** makes this superstandard gummed sealing tape part of the carton. One thickness reinforces the vital spots of the carton. Test a **FREE ROLL** in your own machines by checking 12.

**USE REINFORCED** gummed tape to cut sealing time. Only two strips are used because the tape is backed with rayon yarns . . . the same yarn used in the best auto tires for superior shock absorbance. **FREE SAMPLES** by checking 13.

**USEFUL WALL CHART** handily answers questions about new postal rates and all other mailing info. The 4th Class Rates cover latest revision. Receive **FREE CHART** by checking 14.



**"STOP LABELING WITH DOLLAR BILLS".** This is the intriguing title of a **FREE 4-page** folder that tells you exactly how to do it . . . how to speed up attaching labels to packages, glass, metal, wood, steel, etc., and how to save by using ungummed labels. This folder can save you thousands of dollars, so be sure to check No. 15.

**LOW COST SEALER** offered by manufacturer was two years in the making. Has all the features of heavy duty machines with one exception: the price. Features include, visual auxiliary water reservoir, feed stop for predetermined lengths up to 30", dispenses 1" to 3" width tape. For **FREE BOOKLETS** check 16.



**WATER CONDITIONER** . . . seven-second test will prove that this conditioner makes tape stick securely to the carton. Also, saves carton-closing time and makes a neater and safer package. For **FREE GENEROUS SAMPLE** check 17.

**FREIGHT HANDLERS** . . . cargo repairs, marking, rebagging, strapping are just some of the services performed by this company. **FREE INFORMATION** by checking 18.

**GUMMED TAPE** . . . If you are seeking a fast and permanent tape, then this Hi-Grade tape is the one you've been looking for. **FREE INFORMATION** by checking 19.

**TAPE PRINTER** . . . tape printing and tape dispensing becomes one simple operation . . . Mechanically simple . . . self inking . . . instant drying. Type is changed quickly, easily. For **FREE INFORMATION FOLDER** just check 20.

**SAFETY REGISTER** . . . Mechanical "watch-dog" rides right in freight car with your merchandise. Keeps record of how goods are handled. Meets National Safe Transit Committee specifications. **LATEST INFORMATION FREE** by checking 21.

**CLEATED SHIPPING BOXES** . . . made of wood are easier to assemble and nail down by using this machine which makes, drives and clinches three nails every second. Can be adjusted to 24 different box size requirements. **CATALOGUE FREE** by checking 22.

## Dear Editor

Commendation . . .

Dear Editor,

We have been watching the steady improvement you have made in your magazine. You are to be congratulated on the nice job you are doing. We are happy to be able to run a series of advertisements in **SHIPPING MANAGEMENT**, and we know that they are doing a good job in getting the Duo-Fast name before the important people in the shipping department world.

Harold G. Aranda  
Advertising Manager  
Fastener Corporation  
Chicago, Ill.



### A STATEMENT:

by the Originators of Center Seam Sealing  
**RE: Uniform Freight Classification Rule 41**

# Rule 41 Amended to permit center-seam sealing

• **Important to all who ship products in cartons** is the recent announcement by the Official Classification Committee, relative to Uniform Freight Classification Rule 41.

This regulation, amended by the addition of Paragraph 6, Section 7, gives official recognition to the technological advances in the manufacture and composition of reinforced gummed tapes. Now,\* products may be shipped by rail in corrugated boxes meeting Rule 41, Section 2 and 3, sealed with 2 strips of reinforced tape provided such tape meets the new U. F. C. standards.

The requirements of the new amendment are clearly stated. To be acceptable, a reinforced tape, used for center seam sealing, must have a performance test at least 35% greater than 60# paper sealing tape applied on all six seams of acceptable corrugated boxes. The tape must pass strict tear and tensile strength requirements. It must be manufactured with a weather resistant laminant.

Angier SNAKE TAPE, the original reinforced tape, meets and exceeds without qualification all of the standards established by the O.C.C.

• **Importance of Two Strip Sealing.** Until the Committee's action, many industries were restricted to the use of six-strip plain tape closures, glued closures, or stapled closures for rail shipment of their product. Now, center seam sealing will assure you stronger carton closures at a saving.

Angier Corporation has long advocated the use of this simpler, more economical closure method. Proven by test, SNAKE TAPE center seam sealing provides carton closures more than 35% stronger than six strip sealing with non-reinforced gummed tape. And it reduces packaging time and labor up to 66 2/3%!

Center-seam sealing—the 2 strip method — affords fully automatic application of tape at production line

\* For exact effective date, see U.F.C. supplement amending Rule 41.

speeds—never before practical under the former 6 strip requirements of Rule 41.

• **Rayon the Best Reinforcing Medium.** Angier SNAKE TAPE is the only tape reinforced with rayon cords for all-directional strength. Rayon is used by Angier because it possesses the important characteristics of extensibility and toughness capable of absorbing heavy shock.

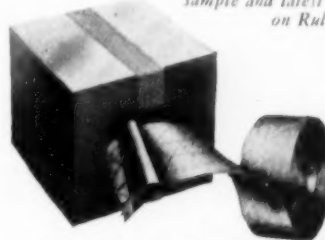
High tenacity rayon cords, imbedded between double-ply kraft, are the same reinforcing fibers used in auto tires to assure long road wear and maximum shock resistance.

Over the years, Angier engineers have developed a process for laminating these cords in such a pattern as to afford closures with all-directional strength. SNAKE TAPE's well-known diamond-longitudinal pattern affords maximum resistance to cross-tear, down-tear and torque stress, and helps ensure safe, damage-free shipment of corrugated boxed products.

Since the introduction of SNAKE TAPE, Angier has led the way to greater economy and stronger closures with center-seam sealing. Now, with the new amendment, all shippers regulated by Uniform Freight Classification Rule 41 may profit by this more efficient, reliable packaging method. And in SNAKE TAPE, they will find the only sealing tape on the market reinforced with Rayon, making it the finest of all reinforced tapes.

• **Let center seam sealing with SNAKE TAPE do your packaging job better—more economically!**

**FREE** — 15 yd. Snake Tape sample and latest facts on Rule 41.



**ANGIER CORPORATION**  
Framingham 9, Massachusetts



THOMAS J. WATSON, JR.

Portrait by Fabian Bachrach

## "IBM was one of the first companies to . . ."

"I have always been proud of the fact that IBM was one of the first companies to put into effect the Payroll Savings Plan for the purchase of United States Savings Bonds, and I am delighted to see this patriotic endeavor continuing year by year and increasing throughout our organization. Today thousands of IBM employees, through their participation in the Plan, are helping their country and providing for the future of their families and themselves." **THOMAS J. WATSON, JR., President**  
*International Business Machines Corporation*

If employee participation in *your* Payroll Savings Plan is less than 50% . . . or, if *your* employees do not now have the opportunity to build for their future through the systematic purchase of U.S. Savings Bonds . . . a letter to: Savings Bonds Division, U.S. Treasury Department, Washington, D. C., will bring prompt assistance from your State Director. He will be glad to help you put on a person-to-person canvass that will put an application blank in the hands of every employee. This is all you have to do. Your men and women will do the rest, because they will welcome the opportunity to build for personal and national security.

*The United States Government does not pay for this advertising. The Treasury Department thanks, for their patriotic donation, the Advertising Council and*

## SHIPPING MANAGEMENT



# PACKING A PUNCH

MAY, 1955

Shipment of household goods and furnishings by air to all parts of the world in vans which could be hoisted intact from truck beds into huge flying boxcars has been envisioned by James D. Edgett, president of North American Van Lines, Ft. Wayne, Ind.

"The future transportation system will be completely changed," he said. "Much of it will be shifted to air transportation."

Shipments to all parts of the world by way of an intercontinental airline are set to begin immediately, Edgett said, and another airline has ordered six large cargo planes to handle shipments within this country.

The planes can carry from 24 to 28 rooms of furniture, about double the capacity of highway vans.

★ ★ ★

Reasons for the coal industry's 20-year low in production have nothing to do with freight rates, a high railroad traffic official declared recently. And, said Edgar V. Hill, chairman of the Traffic Executive Association of the Eastern Railroads, a general reduction in railroad freight rates on coal "would only cripple the carriers and not help the coal industry."

Mr. Hill released for general circulation an exhibit first prepared for the President's Cabinet Committee on Energy Supplies and Resources. The exhibit, now in pamphlet form, points out that the causes of coal's decline are five:

- Dieselization of railroads.
- Imports of residual fuel oil.
- Competition from other fuels.
- Movements of the general economy.
- Exports have been slashed.

★ ★ ★

The people who actually handle the freight are the ones to be educated if freight losses and damages are to be reduced, shippers were told recently by John M. Miller, executive secretary, National Freight Council of the American Trucking Associations, Washington, D. C.

Speaking before the Traffic Club of St. Louis, Miller pointed out that a high claim ratio is necessarily reflected in prices charged shippers, and urged that shippers cooperate to help reduce losses and damages.

MEN — METHODS — MATERIALS

## shipping MANAGEMENT

Vol. 20—No. 5

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A HOFFMAN PUBLICATION

# TAPED BOXES



# ARE BEST

**You** get even corners for good stacking . . . greater safety for the handler . . . better sealing against dirt and dust . . . no damage to merchandise — a hazard from other methods of closing. Yes, taped boxes are best — and best of all when made with non-asphaltic, glass reinforced LOKABOX, strongest of them all — or SISAL TAPE, standard of the industry.

AMERICAN SISALKRAFT CORPORATION, ATTLEBORO, MASS., CHICAGO 6, NEW YORK 17, SAN FRANCISCO 5



## "Two-Strip Sealing A Boon To Shippers"

**MANUFACTURERS AGREE RULE 41 CHANGE  
WILL CUT COSTS AND IMPROVE BUSINESS**

ACCEPTANCE OF TWO-STRIP SEALING of containers can only mean increased economy and efficiency in shipping departments, is a consensus agreed upon by a number of manufacturers who were asked by **Shipping Management** to give their opinions of the effect upon industry of the Amendment to Rule 41. The use of reenforced gummed sealing tape will see a considerably expanded demand for automatic dispensers, it was agreed, and a dispenser manufacturer pointed out that heavier bladed machines would require maintenance to take best advantage of the new demands on them.

Better business for the entire gummed industry was envisaged by the manufacturers who responded. One ventured the opinion that users who went to other methods would now return to gummed sealing tape. Another stated that many industries are changing over to reenforced gummed sealing tape. Still a third felt that the use of two-strip sealing would be particularly helpful to large shippers. Another predicted that all industrial shippers would find increased use for gummed tape under the new regulations.

Of a representative sampling of more than thirty manufacturers of equipment and materials, and testing laboratories, the following sent in complete replies:

**American Sisalkraft Corporation**  
**Angier Sales Corporation**  
**Container Laboratories, Inc.**  
**Derby Sealers, Incorporated**  
**Stocker Manufacturing Company**

(Additional opinions are expected in time for the June issue.)

### **Wide Acceptance Predicted**

W. S. Shee, Sales Manager, Derby Sealers, Inc. agreed that "the amendment to Rule 41 will be



*Photo courtesy of Stocker Manufacturing Company*

Largely due to the Rule 41 change, industrial concerns are finding increased need and uses for bi-directionally reinforced gummed tape. Photo above shows shipping department worker at Beonton (N. J.) Molding Company using the tape to seal cartons of plastic dinnerware.

the most important in years to the gumming industry and the tape dispenser industry—and more particularly to the industrial shipper. . . . The advantages and economies afforded to the shipper are obvious."

"Already many industries are changing over to the center-seam sealing method and we expect that it will give added impetus to our sales," said

Bob Mills, Sales Promotion Manager, Angier Corporation.

Backing up the views of wide acceptance of reinforced gummed sealing tape, Stocker Manufacturing Company's Robert N. Lenz stated: "Due to the fact that the large quantity packers were unable to automatically seal with sealing tape using the six-strip method, they have gone to other means of packing . . . we believe many of the same large quantity packers will turn to this new alternative since there are new automatic machines that can seal cartons using the two-strip sealing method."

American Sisalkraft Corporation's Advertising Manager, T. E. Kearney felt that the "change permitting the "two strip" method will be helpful to the average shipping room but particularly to operations of large shippers as in time this will practically eliminate hand labor."

#### **Result of Research And Collective Effort**

Container Laboratories, Inc. which had a large role in the research that went into the production of a bi-directional reinforced tape which the O.C.C. would accept, commented on the value of group action on the part of the gummed tape industry. Said Allyn C. Beardsell, Vice President:

"The changed ruling indicates the accomplishments of collective action on the part of a progressive industry in serving its customers with improved methods. The new center sealing method is the result of extensive research by individual members of the gummed tape industry and their association. Its main objective in all this work has always been to maintain the high quality of closure that gummed tape has provided over the years."

#### **Automatic Dispensers, Good Maintenance Needed**

The need for obtaining and caring for automatic dispensers was emphasized by Derby Sealers. Mr. Shee said that "the use of a good automatic dispenser is, by this rule change, made all the more important to the conscientious shipper, and investment in such a machine is a worthwhile one and one which can easily be justified in dollars and cents savings by the new center seam sealing method."

"Aside from the important considerations of proper tape moistening, independent of constant personal supervision, the cutting blades of a dispenser for reinforced tape are the most important feature. The new dispensers now on the market for reinforced tapes employ blades which may be likened to a pair of scissors. They are normally subject to a quicker wearing action due to the

*(Continued on Page 28)*

## **WHAT THEY SAY -- QUOTES FROM ROUND-UP ON RULE 41**

#### **AMERICAN SISALKRAFT CORPORATION**

Regarding the amendment to Rule 41, American Sisalkraft Corporation is a major supplier of base stock to the Gummed Paper Industry. We feel that this change permitting the "two strip" method will be helpful to the average shipping room but particularly to operations of large shippers as in time this will practically eliminate hand labor.

While the cost differential of two strips of reinforced sealing tape compared to six strips of non-reinforced tape is very little, the big savings, of course, will be in application.

There's no doubt that reinforced sealing tape is going to replace some of the 60 lb. tape market.

#### **ANGIER SALES CORPORATION**

##### **By Bob Mills, Sales Promotion Manager**

As originators of the first reinforced tape, we have been stumping a long time for the acceptability of corrugated boxes secured with this closure method. Center-seam sealing with reinforced tape has for a good many years been accepted for railway express, truck, air express and parcel post shipments. It also was acceptable for railroad shipments of items falling under Rule 5.

The amendment to Rule 41, gives final and official recognition to the quality and advantages of many reinforced tapes now on the market and opens the way to savings for industry in packaging time and labor. At the same time, of course, such corrugated boxes have the assurance of being shipped with an extremely strong and durable closure.

Already many industries are changing over to the center-seam sealing method and we expect that it will give added impetus to our sales.

#### **CONTAINER LABORATORIES, INC.**

##### **By Allyn C. Beardsell, Vice President**

The changed ruling indicates the accomplishments of collective action on the part of a progressive industry in serving its customers with improved methods. The new center sealing method is the result of extensive research by individual members of the gummed tape industry and their association. Its main objective in all this work has always been to maintain the high quality of closure that gummed tape has provided over the years. The new tapes that have been developed not only provide performance equivalent to established tape sealing methods but are designed to upgrade the closure by exceeding conventional 60 lb. tape by 35%. It is indeed heartening to notice that this important change was brought about by an improvement in the closure strength and two strip sealing is therefore approved as a sound and safe sealing method."

#### **STOCKER MANUFACTURING COMPANY**

##### **By Robert M. Lenz**

We believe that the recent amendment to Rule 41 allowing the two-strip sealing method will be a great boon to the Gummed Tape Industry. It will allow gummed tape to capture a greater percentage of the market than it has recently enjoyed. Due to the fact that the large quantity packers were unable to automatically seal with sealing tape using the six-strip method, they have gone to other means of packing. We believe many of the same large quantity packers will turn to this new alternative since there are new automatic machines that can seal cartons using the two-strip sealing method.

Stocker Manufacturing applied originally for the change in Rule 41 back in April of 1954 but it was not until the Gummed Tape Industry set up specifications in July of last year that the action was started that culminated in the change.



Part of the crowd and some of the exhibits at the American Management Association's 24th National Packaging Exposition and the Na-

tional Packaging Conference, Chicago, Apr. 18-21, 1955. Crowds were huge every day.

## New Packaging Materials and Methods Unveiled at 1955 AMA Exposition

FROM THE STANDPOINT OF ATTENDANCE, the number of exhibits and product information, the 24th National Packaging Exposition held by the American Management Association, April 18-21 at the International Amphitheatre, Chicago, was the most successful yet. An all-time record figure for attendance was set; some 28,500 visitors viewed the newest in materials, equipment and services for the packaging, packing and shipping of industrial and consumer goods. The show was the largest to date in terms of area—140,000 square feet — and the number of exhibitors totaled 400.

Registration at the concurrent National Packaging Conference totaled more than a thousand. The three-day program at Palmer House, also sponsored by the 20,000-member management educational association, presented 50 speakers in a review of virtually every aspect of packaging.

Many of the new packaging developments described in the conference sessions were displayed

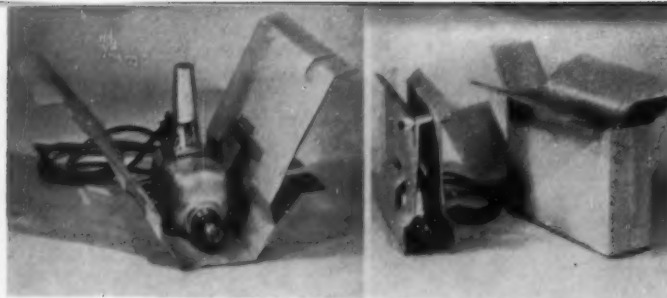
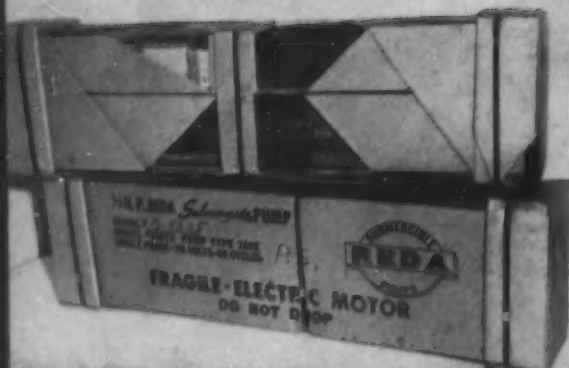
on the exposition floor. H. W. Bull, packaging coordinator, The Dow Chemical Company, reported on the corrugated container his firm is using for shipping plastic pellets in thousand-pound lots. The same box was shown at the exposition by its maker, Gaylord Container Corporation. Other Gaylord corrugated boxes house a complete 350-pound lawnmower, an electric range, and a three-blade airplane propeller, packed in boxboard at less than one seventh the cost of conventional wood packing.

Another container receiving attention was a collapsible drum for shipping and storage of chemicals. Its use was described at the conference by James A. Mitchell, project engineer, Carbide and Carbon Chemicals Company, a division of Union Carbide and Carbon Corporation. The huge black drums, made by United States Rubber Company from synthetic rubber and cord, reinforced with steel cables, may be collapsed after emptying

*(Continued on Page 29)*



W. L. Romney, AMA vice president in charge of the Packaging Division, presided at the Packaging Conference's opening session on how to cut costs in warehousing and materials handling. Panel members, left to right, were: Alexander Proudfoot, consultant, Chicago; A. T. Millea, Sylvania Electric Products; Eugene H. Sexton, Liggett Drug Co.; and H. R. MacDonald, Lever Brothers.



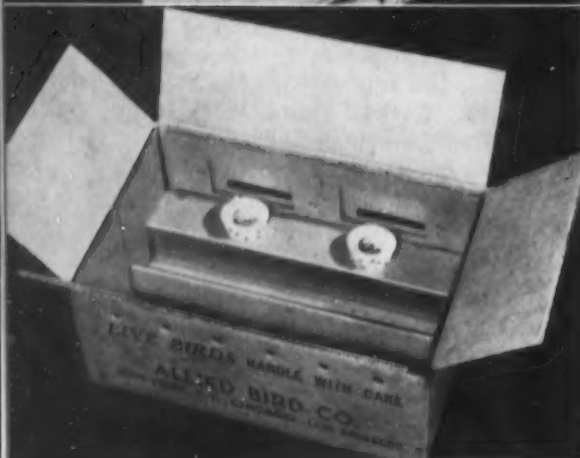
Some of the most novel entries in the 1955 Fibre Box Exhibit are pictured on these pages. A pump and all of its parts are shipped in the fibre box (left above) produced by Hoerner Boxes, Inc., after seven years of experimentation. One-piece inner packing provides simplicity in the box (right above) used for shipping heavy duty drills. The inner packing is locked in position by a threaded pipe, which is part of the drill. The container (left below) for large motors was designed by Mohawk Containers, Inc., for General Electric. It permits standardization of package sizes and eliminates danger of splintering when handled by fork lifts.

## Fibre Box Contest Exhibit Entrants

MANY NEW INNOVATIONS in fibre boxes and fibreboard were featured in the 84 entries of the 1955 Fibre Box Exhibit presented by the Fibre Box Association in conjunction with its spring meeting at the Edgewater Beach Hotel, Chicago on April 19 and 20. Some 300 Association members attended the meeting.

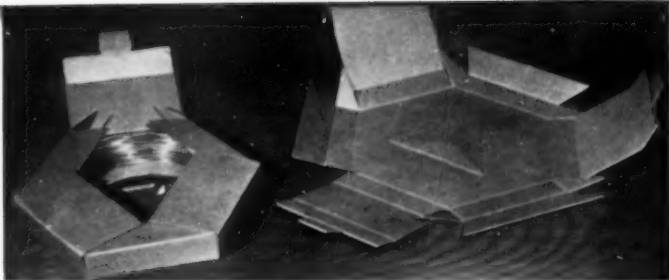
A total of 33 companies submitted fibre boxes for packaging products ranging from heavy machinery and equipment to live poultry. Each entry represented either a conversion to a fibre box from another type of container, a new design in a fibre container or a new use for fiberboard. The exhibit was not the climax to a competition in that no prize winners were selected. The association, however, awarded certificates to exhibit entrants and duplicate certificates to the companies for whom the boxes were made.

Last year, the fibre box industry, which provides employment to more than 46,000 workers, shipped 82,788,500,000 square feet of corrugated and solid fibreboard products with a value of \$1,307,348,200. Fifty-one percent of the more than 12 million tons of paperboard produced in the United States was used in the manufacture of



Unique container (above) for shipment of live birds contains two cups for food and water set in a die-cut interior that also serves as a combination perch and base. Developed by Stone Container Corp., it replaces wooden boxes and cages. The fibreboard bulk pack (below) is a combination of a fully-loaded box and tray, steel-strapped into one solid unit, forming a built-in-pallet. Savings over former handling of flooring blocks in bulk or in bags are considerable. It was produced by Hankins Container Co.





The hexagonal "doughnut" fibre box (above) for shipment of coils of malleable wire, developed by Hinde and Dauch Co., resulted in sharp reduction of damage claims and packing time. The television carton (right above) consists of built-up die-cut corrugated sheets and laminated Kimpak. It was produced by Menasha Wooden Ware Corp. The insulated corrugated container below is designed for packing with dry ice as a refrigerant to keep yellow fever vaccine at 30-degrees below zero centigrade for long-distance shipment. The box is silvered and contains four layers of corrugated fibre Insulpak.



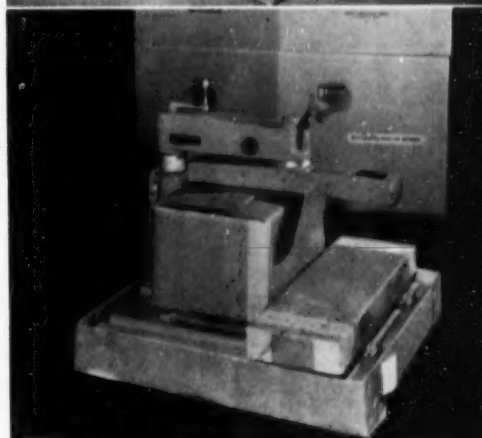
HELD IN CHICAGO, ILL.

APRIL 19 AND 20, 1955

corrugated and solid fibre boxes and products.

The end uses to which fibre boxes and fibre-board products are put encompass all of the nation's industry. Based on 1953 shipments, 30.7 per cent of all fibre boxes are used in the food industry; 10.8 per cent for metal and metal products; 9.2 per cent for paper, paper products, and printing; 9.0 per cent for chemicals and allied industries; 7.1 per cent for stone, clay and glass; 7.1 per cent for electrical goods and machinery; 6.8 per cent for clothing and textiles; 4.8 per cent for beverages; 4.7 per cent for furniture and household goods; 1.7 per cent for lumber; and all others, 8.1 per cent.

The Fibre Box Association, sponsor of the Exhibit, was organized in 1940 as a general service organization serving the corrugated and solid fibre box manufacturers. Among its many functions, the association promotes the general welfare of member manufacturers, promotes and develops the market for fibreboard products, and cooperates in maintaining high standards of quality. It also collects and disseminates statistical data and works with transportation committees in equitable traffic regulations.



Replacing a wooden crate, which admitted dirt and harmed the product, the corrugated fibre pack (above, right) is constructed to hold a radial arm saw with a gross weight of 243 pounds. Its manufacturer is F. J. Kress Box Co. Produced at lower cost than other materials, the expendable corrugated fibre reel (below, right) was designed by David Weber Co.



# No Outer Pack At All For Firm's Metal Products

## Photo of The Month

The photo on our cover demonstrates the thesis of this month's Shipping Department of The Month feature. Quaker State Metals Company has a product which is light, easy to handle, easy to carry, requires no packing outside of steel strapping, and can easily be stored. This might well be called the industrial company's dream package. Certainly no one could ask for a simpler pack. But more wonderful still, this product carries its virtues beyond the simple packing and handling in transportation to the actual application of the product. The aluminum cross-corrugated roll roofing was created expressly with the object of making an easy-to-apply metal roofing available to applicators.

**STORAGE AND HANDLING** have become so important in the profit picture that manufacturers now seek products which will afford maximum storage capacity with ease of handling. Modern materials involve the use of pallets and power trucks. Production lines are being modified to turn out products which can be profitably handled by this mechanized equipment. Steel strapping and unitization are also in the picture. The story which follows tells specifically how one company has developed a product with 1955 storage and handling conditions in mind.

Quaker State Metals Company has been in the business of fabricating aluminum and metal products for just about seven years. Its name, (originally New Holland Metals Company) is even newer. The ever-increasing variety of the products they produce testifies to the Lancaster, Pa. company's initiative in a highly competitive field. The company handles a great many roofing products and accessories.

The trouble with some types of metal roofing is that they are bulky, heavy and even dangerously

difficult to handle. This characteristic is also a defect of some types of industrial roofing, which becomes difficult to lay down on the roof, and to keep watertight.

With these considerations in mind the company has developed an industrial and farm roofing product which it began marketing about a year ago under the name "cross corrugated aluminum roll roofing." Several features of the new product make for ease of handling and high storage-ability. Unlike older types of metal roofing the thin aluminum product is formed into rolls. This is made possible by the corrugations which are aligned in the direction of the two-foot or four-foot wide roll strips. (Corrugations in other types of metal roofing lie horizontally along the length of the strips, thus precluding the possibility of rolling the material.)

The roll roofing now produced by Quaker State is made of aluminum, a light-weight, and therefore, easily carried and handled metal. The 25, 100 or 200 foot coils are rolled tightly as they come off the production line. They are then steel-strapped. Rolls can easily be carried by one man.

Power trucks pick up large pallet loads of the material easily, and carry them to loading docks at the Lancaster, Pa. plant, where they are placed aboard trucks. Outside of the steel strapping no further packing is considered necessary in domestic shipping.

Plant executives report that customers are de-

Typical flat metal operation is shown in the strip of six pictures at bottom of these pages. (1) Metal sheets are tensioned and

strapped. (2) Hand power truck picks up skid load. (3) Stop is made at heavy-duty scale for weighing and shipping procedures.





The raw aluminum metal is received by Quaker State and stock-piled in huge rolls (left). Later it is passed through the cold rolling mill and rolled to the appropriate thickness according to specification.

Corrugations are made on special machine (center), and material is moved off conveyor in 50, 100 or 200 foot or special length rolls ready for steelstrapping.

lighted with the product. Requiring no outer pack, and light in weight, it is extremely easy to handle in its steel-strapped state. Rolls are stored stacked on top of each other, ready to be taken out and applied on the job with just a snip of the metal cutting shears.

Cross corrugated aluminum roofing although in production only a short time now accounts for a large share of Quaker State's total output.

The company has both a receiving dock and shipping dock at its Lancaster plant, and most shipments of the material, which goes into the making of the roll roofing, are received via truck. Likewise most of the approximately 100 daily shipments go out by truck. Contract carriers handle the bulk of Quakers State's shipments, although some local shipping is done with their own company trucks.

The raw material is received in the form of heavy rolls of aluminum stock. This is handled by big, powerful fork trucks. It is weighed on massive heavy duty scales, and then stored, ready for future use. The company has a recently installed \$750,000 cold rolling mill through which the raw coils are passed, as needed, and rolled down to the appropriate thickness.

After passing through the cold rolling mill, the rolls are transported to the company's specially designed corrugating machines, and the finished rolls of cross corrugated aluminum roofing are quickly turned out.

Although the company's outstanding development is the aluminum roll roofing, both in terms of shipping and handling and of product value, it does manufacture over 60 different building products. New packaging problems arise all the time. Some of these are handled by outside consultants who work with company officials, including Tom Zimmerman, Plant Superintendent.

Many of the company's products are roofing accessories such as gutters, conductor pipe, and downspouts. These formed metal products require a carton that will withstand the weight of packages piled on top of them, and the effects of handling in transit. The carton design must be such that they will not damage the lightweight aluminum building products. Carton redesign has been a help in handling these problems. A typical problem arose in handling aluminum siding, where the bottom two packages were often damaged due to the weight on top. Redesign resulted in a double

*(Continued on Page 27)*

(Below) Unitized loads on platform await arrival of truck trailer. Loads are picked up preparatory to moving from platform to trailer.

(6) Lift truck easily moves unwrapped but firmly packaged metal product directly into truck trailer.





## TUNING IN



### **New York University, SIPMHE Plan Short Course**

Wilbur K. McKee, director of New York University's Office of Special Services to Business and Industry and dean of the University's Division of General Education and Extension Services, has been named to coordinate the University's activities in co-sponsorship of the 1955 Packaging and Materials Handling Short Course. The course will be featured at the Kingsbridge Armory, New York, September 19-22, in conjunction with the Packaging and Materials Handling Show and the National Protective Packaging and Materials Handling Competition, both of which will be sponsored by the Society of Industrial Packaging and Materials Handling Engineers.

According to present plans, last year's all-time record of 20 separate sessions with 65 speakers will be surpassed at this year's Short Course. The sale of exhibit space at the Industrial Packaging and Materials Handling Show has exceeded the entire area used at the 1954 show in Chicago, it was disclosed by R. C. Reed, Texas Co., chairman of the show. Allyn C. Beardsell, Container Laboratories, Inc., New York, is SIPMHE chairman of the course. The advisory committee consists of: Walter J. Byrd, Standard Brands, Inc.; John D. Farrington, Jr., Jiffy Manufacturing Co.; and A. C. Manger, Rathborne, Hair, & Ridgeway Co.

Meanwhile, John W. McReynolds, Kraft Foods Co., executive vice-president of SIPMHE, reported a 15 percent membership gain at the national level and the addition of three new chapters during the past year. He added that five more groups will be chartered in 1955.

### **Changes Mapped for Test Standards in Packaging**

Reappraisal of testing methods for various packaging materials and containers with an eye towards revision of standards was the main subject of a meeting last month of Committee D-10 on Packaging of the American Society for Testing Materials, held at the U. S. Forest Products Laboratory, Madison, Wis.

Standards changes are being considered by the committee in the fields of vibration testing, the revolving drum test, stacking and drop testing. Present standards for these tests have been in

effect for two years. The decision to reevaluate the standards was prompted by the considerable amount of variation in results of tests made at different laboratories. Testing procedures for water-vapor permeability and for interior packaging and cushioning were also reviewed. Each of these aspects of testing was studied by a special task force of committee members. Recommendations of the task groups will be further studied and will be submitted to the full membership for its consideration.

G. E. Falkenau, E. I. Du Pont de Nemours, Wilmington, is chairman of Committee D-10. E. R. Stivers, Package Research Laboratories, Rockaway, N. J., is vice chairman, and R. F. Uncles, American Cynamid Company, is secretary.

Dr. J. A. Hall, director of the Forest Products Laboratory, praised the committee as an example of the democratic way of getting things done. He added that in packaging research, the U. S. "is in better shape than ever before." Research progress has been made because of industry-government cooperation. Packaging technology, he said, has been expanded enormously with the development of many new materials such as composite container items, special greaseproof and vapor-proof wraps and new developments in cushioning.

### **Chicago Show to Survey Automation In Materials Handling Systems**

The role of automation in movement of materials will be the underlying subject of the sixth National Materials Handling Exposition, May 16 to 20 at the International Amphitheatre, Chicago. Some 25,000 people are expected to attend the show which will feature about 250 exhibits in simulated factory and warehouse conditions of almost \$10,000,000 worth of equipment. For the first time, displays will emphasize systems of materials handling rather than single pieces of machinery.

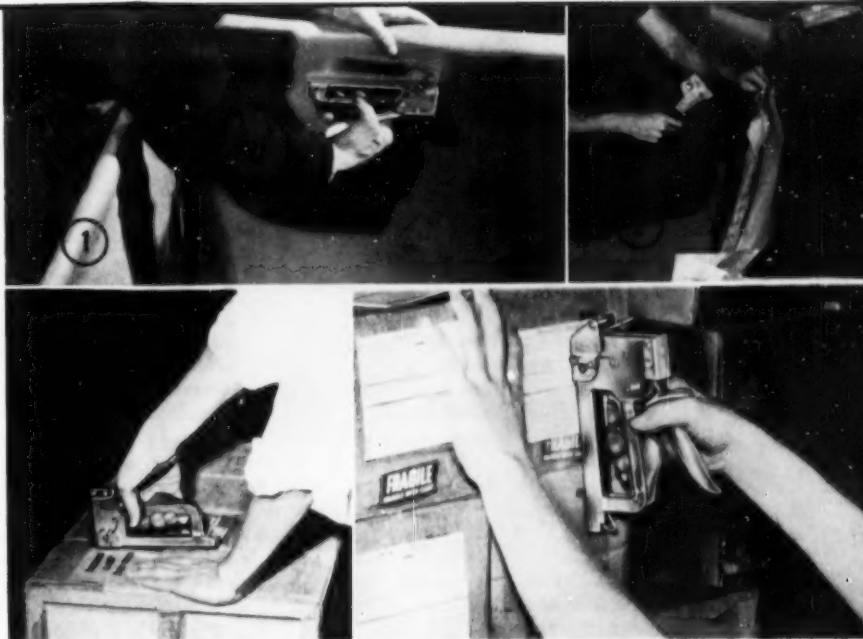
The rapid obsolescence of materials handling equipment—generally only three to five years old—largely due to the ascent of the science of automation, has generated wide-spread interest in the exposition. The theme of the show is "The Concept of Obsolescence."

*(Continued on Page 26)*



Uses of stapling gun are illustrated in photos at right: (1) Waterproof liner is stapled to export box; (2) hammer tacker staples protective paper around a davenport; (3) (lower left) packing slip is attached to wire-bound box; and (4) (lower right) outward clinch stapler fastens inventory ticket to filled corrugated carton.

BY HAROLD G. ARANDA  
Advertising Manager,  
Fastener Corporation



## Staplers Now Close Containers of Every Size and Weight

A LEADING PLUMBING FIXTURE manufacturer staples protective paddings into the crates in which their bathtubs are shipped. An exporter of heavy machinery uses staples to fasten a rust inhibitive paper into the box in which the machines are packed. An aircraft manufacturer uses staple guns to attach bags of nuts and bolts to the crates in which replacement parts are shipped.

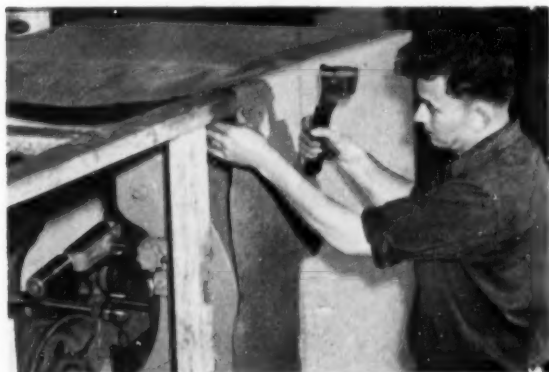
Thus goes the story on the use of automatic tackers and staples in packing and shipping departments. It is a matter of doing the job faster

and much more conveniently. Where the volume of work is great, the use of such equipment saves money by saving time.

Some of the uses for automatic tackers in shipping rooms are simple jobs, such as attaching shipping tags and packing lists to the shipping cases. Similarly, many shipping clerks staple bills of lading to corrugated boxes just to hold them with the shipment until the trucker makes the pick-up. Other shipping rooms fasten identification labels to stock bins with staples. The workman always has one hand free, since these tackers feed and drive the staples automatically. Thus a machine like the Duo-Fast Gun Tacker makes a handy, all-purpose stapler around the shipping room for all such jobs.

When the volume of work is greater, however, then the automatic stapling hammer takes over because of its greater speed and ease of operation. For example, box cars in which grains, bulk chemicals, tin cans, foods and similar products are shipped, must be lined with special, heavy kraft papers for the protection of the commodity while in transit. A tool such as the hammer tacker is widely used for this work of lining box cars. It is a fast, easy stapling method. The operator can work conveniently at arms-length overhead or at foot-level, and he always has one hand free

(Continued on Page 26)



This huge export crate is kept free from corrosion by the application of volatile corrosion inhibitive paper around the sides before putting on the outside panels. Tufts Machine Company mechanic uses stapling machine to apply paper.



**THE MAJORITY OF OUR COLUMNS** in the past have more or less been slanted towards the outgoing aspects of transportation. However, of equal importance is the control which the traffic manager may exercise over incoming shipments to effect a substantial saving to his company. There are normally three ways to accomplish this economy. The use of any one or a combination of these three ways depends in many respects on the size of the company and the volume of its incoming materials.

The first and most elementary method of the traffic department in controlling incoming shipments is merely to check the incoming freight bills for the correct weight and rate. By and large this is a nuisance to the average company that does a very small volume of business and they can only go so far as to check repetitious shipments to see if the rates are the same. In cases such as this they may isolate one or two of their major items and let the others go.

A second method to control the freight weights on incoming shipments is to issue instructions on the purchase orders to ship via the cheapest way. In this method the receiving division normally would ascertain the cheapest method. If a more expensive method were used it would notify the shipper of the material and charge back the difference in freight transportation. This method can effect substantial savings if properly administered but its fault lies in the interpretation of the term "cheapest way." The time element gives many shippers an "out" when faced with the charge back dealing with excessive transportation charges. To our knowledge the most effective way of exercising control over shipments which are incoming and to effect the cheapest rate is a combination of coordination between the purchasing, traffic and accounting departments.

The system which we have in mind revolves around a purchasing control sheet and covers the major items which a company orders frequently. This sheet, which is kept in the purchasing department in a file, lists the item to be purchased and the quantity to be purchased at any one time. The latter is determined by the pur-

chasing department, with an eye to the correct price break insofar as volume is concerned consistent with the actual needs of the company. In effect, this means that the purchasing department in conjunction with the traffic department must determine the rate of use of the material to be ordered.

Once determined, the price break is then investigated to see at what volume level the material may be bought at the cheapest price. If it is

#### CUTTING COSTS ON INCOMING SHIPMENTS:

- Check Weights and Rates
- Order Shipment in Cheapest Way

determined that a two or three months' supply should be purchased to take advantage of the price break the cost of warehousing is then considered. If after final analysis it is determined

that a three months' supply including the storage charges is the cheapest quantity, then that is listed on the sheet.

So far we have determined the most economical quantity for our company to purchase in view of price break and rate of use. The next step is up to the traffic department. At this point a representative of the purchasing department should sit down with a representative of the traffic department to determine the weight factor in the purchase order quantities.

Let us take one single item for example and call it paper goods. Let us assume that the truck rate from the vendor on this particular commodity is in the following weight rate category:

0— 3000 lbs.	60¢ 100
3001— 6000 lbs.	55¢ 100
6001—12,000 lbs.	40¢ 100
12001 lbs. and over	30¢ 100

Now is where the traffic department really steps into the picture. Let us assume now that all things being equal and price breaks are not considered and the supply is available at all times, the purchasing department should request of the traffic department the freight rate breaks as above. With these freight rate breaks

(Continued on Page 25)



**SHIPPERS' CONFERENCE OF GREATER NEW YORK** elected **Nicholas Fucci**, John Sexton & Co., as its chairman. Other new officers are: **Edward J. Longden**, George W. Holme Co., first vice-president; **Rose W. Bennington**, United States Rubber Co., second vice-president; **Robert A. Cooke**, American Newspaper Publishers Association, secretary-treasurer; **Howard E. Pike**, Lily-Tulip Cup Corporation, and **J. W. Jacobsen**, Socory-Vacuum Oil Co., Inc., directors.

**THE AMERICAN UNIVERSITY**, Washington, D. C., is the site of the eighth annual **Foreign Transportation Institute**, May 10 to 27. The Institute is intended for present and prospective traffic agency junior executives, and will provide a comprehensive study course on ocean shipping, international air service, foreign trade and similar subjects.

**PACIFIC TRAFFIC ASSOCIATION** has established a scholarship program for young people interested in transportation as a career. The educational committee, headed by **Keith M. Brown**, is conferring with schools and colleges to launch the fund.



N. Robertson



C. H. Kibler

**THE BABCOCK & WILSON COMPANY**, Barberton, Ohio, has announced the promotion of **C. H. Kibler** to general traffic manager and **Neil Robertson** has been upped to assistant general TM. Mr. Kibler joined the firm in 1941.

**GAR WOOD INDUSTRIES, INC.**, Wayne, Mich., has appointed **George Trivan** as general traffic manager, and **Walter J. Derkatz** as plant T. M.

**TRAFFIC MANAGERS' INSTITUTE, INC.**, New York, presented diplomas to 45 graduates at commencement exercises on St. Patrick's Day. **Robert E. Crowley**, Colgate-Palmolive Co., was the principal speaker.

**WOMEN'S TRAFFIC CLUB OF NEW YORK** heard a lecture on "Federal Regulations of Foreign Freight Forwarders" by **John K. Cunningham**, vice-president of Judson Sheldon Division, National Carloading Corporation.

**THE WORCESTER TRAFFIC ASSOCIATION** held its seventh annual Ladies Night, May 4th, in the Bancroft Hotel, Worcester, Mass. **Frederick D. Wilson** was chairman of the smoothly run affair. Others on the committee included, **Everett F. Blomstrom**, **Lawrence P. McCall**, **Frank R. McDermott**, **Richard J. Shellerbach**, **Dwight E. Simpson** and **Paul W. Sloan**.

**NEW YORK UNIVERSITY** Chapter of Delta Nu Alpha National Transportation Fraternity heard a talk recently by **Ralph W. Vose**, vice president in charge of sales, operations and traffic of St. Johnsbury Trucking Co.

**L. J. PRIESTER** has been appointed to the post of Manager—Cargo Sales, for Braniff International Airways, **R. H. Burck, Jr.**, general traffic and sales manager for the airways announced. Priester formerly served in Washington as Secretary to the Air Mail and Standard Practices Committees.

**WOMEN'S TRAFFIC CLUB OF SAN FRANCISCO** recently installed **Mrs. Frances Rutherford**, General American Transportation Co., as its president. She succeeds **Muriel White**, **R. E. Davis & Associates**. Other officers inducted were: **Barbara Thomas**, **William J. Rountree Co.**, vice-president; **Muriel Collins**, **Harper Robinson Co.**, secretary; and **Anita Maguire**, **Pacific Southcoast Freight Bureau**, treasurer.

**LOS ANGELES TRANSPORTATION CLUB** heard a talk by **Ralph DePalma**, outstanding auto racing driver, at a recent meeting. A cruise around the Port of San Diego and inspection of rail, truck and pier facilities are scheduled for June 3.

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# NEWS- PROMOTIONS of companies and associations

**PAN AMERICAN WORLD AIRWAYS** predicts that the new rate reductions on North Atlantic cargo shipments, scheduled to take effect July 1, will increase transatlantic airline business by at least 50 per cent. The 20 per cent reduction, to be adopted by all lines for their North Atlantic routes, will involve a rate cut from an average of 32 cents a ton mile to 26 cents. The new plan also simplifies air cargo tariffs by reducing the number of rate classifications from more than 1,000 to less than 50.

Categories covered by the new rate structure include clothing, leather products, foodstuffs, furs and skins, cloth and fabrics, needlework and lace, aircraft and parts, automotive vehicles and parts, machinery and parts, electrical equipment, plastic manufactures, synthetic stones, printed matter, scientific and precision instruments and parts, musical boxes and instruments, optical goods and cameras, chemicals and drugs.

**ASSOCIATION OF AMERICAN RAILROADS** discloses that a total of 306 new locomotives were put into service by Class I railroad in the first three months of this year. All of them were Diesel-electric except for three electric units. In addition, 428 new locomotives including seven electric units were on order as of April 1.

**UNITED STATES PLYWOOD CORPORATION** announced that L. B. Olmsted, former president of U.S.-Mengel Plywoods, Inc., which was acquired last December by U. S. Plywood, would be retained to supervise Southern operations. He will direct 15 distributing units, formerly in the Mengel organization, throughout the South and Southwest.

**NASHUA CORPORATION** has named Carl E. Doane as sales manager of the Gumming Division. James Whelan replaces F. X. Curtin as Gumming sales representative for the New York area. Curtin becomes assistant sales manager of the Flexible Packaging Division.

**CONTAINER LABORATORIES, INC.**, appointed James J. Larkin as director of quality testing. Formerly, he was laboratory supervisor of the Chicago Division.

**AUTOMATIC TRANSPORTATION COMPANY** has appointed George A. Hinckley general sales manager. Formerly sales manager, Automatic, for all rider-type units manufactured by the company, Hinckley is succeeded in that post by William D. Black.



W. D. Black



G. A. Hinckley

**PAISLEY PRODUCTS, INC.**, a division of Morningstar, Nicol, Inc., has purchased the inventory of Scriptex

**Adhesive Products Company** of Philadelphia. Scriptex manufacturing operations will now be carried on in Paisley's New York plant. The product line includes vegetable base pastes and glues, latex and polyvinyl resin cements and other industrial adhesives.

**LAMSON CORPORATION**, Syracuse, N. Y., announced the appointments of T. B. Sturges as regional manager for the 10 western states, and of A. S. Asquith as assistant regional manager on the West Coast. They will work out of San Francisco.

**L. K. NORTON**, sales manager, Gilman Standard Division, announces that John P. Witter has become merchant representative for Gilman's pressure sensitive industrial tape, working out of Charlotte, N. C.

**VULCAN STEEL CONTAINER CO.** announces the promotion of Ray I. Mitchell to the position of sales manager. His headquarters will be at the main office in Birmingham, Ala.

## NEW PRODUCTS IDEAS SERVICES

### New Packing Method

The Adjusta-Pak method of packing utilizes modular units of slotted and scored fibreboard sheets, which, when assembled act as an outer pack to smaller packages. Four sections comprise the bottom, four more comprise the top. All sections are identical and interchangeable. They telescope, allowing the sections to conform to the inner containers.



To make an Adjusta-Pak container, flat sheets are bent at scoring mark and stapled or taped into a corner piece. Four corner pieces are formed into an open container and the pack-

ages deposited inside. Four additional corners are formed and placed on top, telescoping over the bottom sections—adjusting to the pack. The entire unit is unitized with three or more bands of tensional steel strapping. The container now will withstand usual hazards of interstate and export shipments. This method of packing permits adjusting the container sections to mixed orders of odd size packages. Use of inner packing materials is reduced to the minimum, as is the cubic volume of a shipment.

Check #47 on Card Facing Page 4

### Strap & Wire Cutter

Customer demand for a cutting tool which serves both Flat Strapping and Round Wire has resulted in the new #503 Strap and Wire Cutter, developed and manufactured by A. J. Gerrard and Company.

A double duty set of cutting blades on the new cutter will handle flat strapping at the mouth of the tool and round strapping in a second set of cutting surfaces near the rear of the cutter head.

Flat strapping or wire can be cut to length or removed from an incoming shipment in a matter of seconds. This lightweight tool will cut

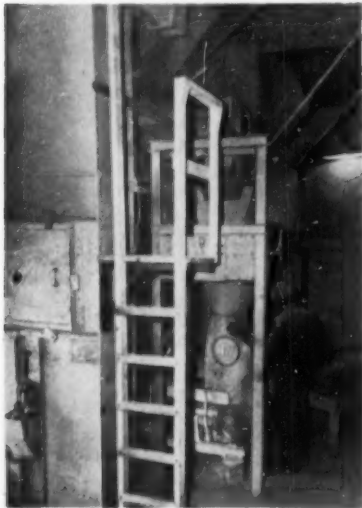


as heavy as 3/4" x .035 or 12-gauge wire. The cutting blades can be resharpened.

Check #54 on card facing Page 4.

#### Filling Machine

Kraft Bag Corporation, manufacturers of multiwall shipping sacks, are now marketing an automatic Open Mouth Filling Machine that combines high speed and accuracy in operation with low cost of installation and maintenance. The Automatic Open Mouth Filling Machine is capable of 22 to 24 100-lb. charges a minute, with one man hanging bags, using stand-



ard size and standard type open mouth bags. Such increased production means important savings in packaging costs, and the economy factor is even greater when converting from valve bags.

Because it is pace-setting, the machine requires no head of material to maintain accuracy. The Automatic Open Mouth Filling Machine is so simple in construction anybody can operate it, without supervision, and its efficiency often makes it possible to eliminate a man on the line. It functions like other machines of this type, except that exclusive controls help to maintain unusual accuracy at high speeds. The machine can handle all weights from 25 lbs. to 200 lbs., with an average variance of not more than 8 oz. plus or minus under ordinary production conditions during a full day's operation.

Check #48 on Card Facing Page 4.

#### New Cushion Catalog

The availability of the new Jet-Pak Catalog has just been announced by Jet-Pak Inc., a division of the Greenwood Packaging Supply Co. The new catalog highlights the varied applications of Jet-Pak all purpose-cushioned

## How to choose the Right Closure for Your Packaging Needs!



WHETHER you now use stapling, gluing, steel strapping or gummed sealing tape as a closure, Hudson has an improvement to give you more speed, more efficiency, more protection, and more economy too! Select one of these products and let us send you a free testing sample:

**FAST WELD** for speed in two-strip® production line sealing—an overall center seam protection that beats stapling, stitching or gluing. The fastest, most labor-saving closure possible. Reinforced in both directions with Fiberglas®, Fast Weld comes to you with an extra heavy coat of Hudson's exclusive adhesive—Supple-ized® for easier handling.

\*Authorized by amended U.F.C. Rule 41

**BLUE RIBBON** for speed in complete closure. The quality tape with incredible speed of adhesion. Just one fast sweep of the hands and you get a tighter, more permanent seal against dust, smoke, moisture, vermin. The secret—Hudson's exclusive adhesive, Supple-ized to give you instant full depth moistening... quicker, better sealing.

**ORANGE CORE** for low cost standard sealing. Every inch on every roll sticks with the same bulldog grip because Hudson controls all its ingredients. Hundreds of thousands of users depend on Orange Core's consistently superior quality and have made it the world's largest selling gummed sealing tape.

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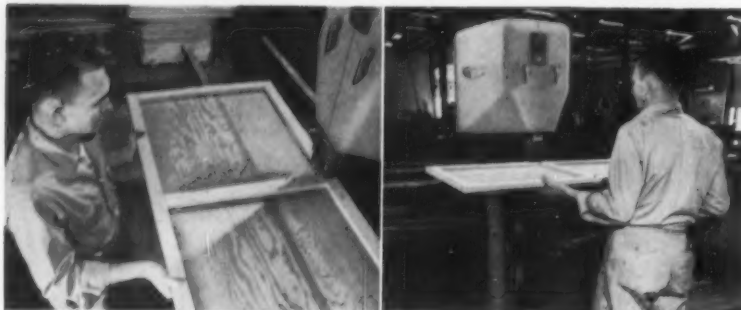


**P.S.** On your letterhead—write Dept. SM5 and tell us which product you want to free-test... Fast Weld, Blue Ribbon, or Orange Core!



*Says:*

## "AUTO-NAILER MAKES CLEATED BOXES MUCH FASTER THAN PREVIOUSLY POSSIBLE"

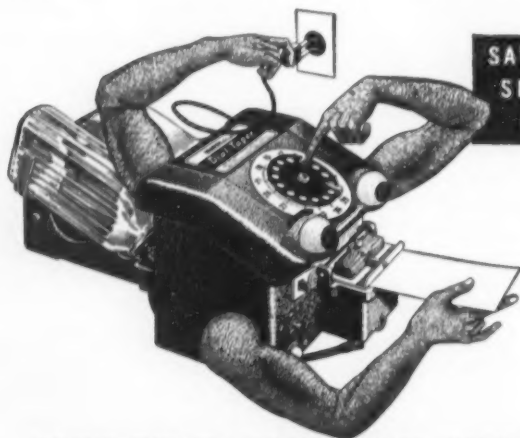


As soon as Amendment No. 1 to Federal Specification PPP-B-601 was published, Temco of Dallas, one of America's leading aircraft companies started making all their cleated plywood shipping boxes on their Auto-Nailer. They make 24 different sizes—using panels from 12 x 12 to 24 x 48 inches, changing from one to another in seconds. Auto-Nailer makes, drives and clinches 3 nails per second, so turns work out much faster.



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pads and blankets where shock, abrasion, marring, freezing, or dust presents a shipping or warehouse problem.

The catalog emphasizes Jet-Pack's construction from fine, fluffy macerated paper packing sealed within water repellent heavy kraft paper.

Check #49 on Card Facing Page 4

### Imprinter For Flat Cartons

Adolph Gottscho, Inc., announces a new magazine-fed machine for imprinting changeable contents identification, codes and lot numbers on knock-down cartons, fibre pails and other flat package forms. It is designed for use by companies that pack a variety of products in similar containers or under different private labels, or where runs are short and quantity requirements unpredictable.



The machine is said to produce "print-quality" markings even on hard-to-print waxed surfaces because it employs the flexographic printing principle. This system affords sharper, more consistent imprints than are possible with conventional felt roll inking method, the company states.

Flats are stacked in the magazine and automatically fed to the imprinting unit, then discharged to a tote box, conveyor or table. The unit may be installed either at the head of a production line or as an independent operation, depending on the user's need.

The new carton-printer is adjustable for flats of different dimensions and operates at speeds up to 50 impressions per minute. Imprinting is done from adhesive-backed rubber type or dies that are easily applied to the printing roller.

Check #50 on Card Facing Page 4



# Metered mailing is money-saving!

A Pitney-Bowes postage meter in your shipping department can save up to 50% of the time now spent on parcel post mailing. Because...

*Printing postage is much faster and easier than picking out, licking and sticking stamps. So, the inevitable day-end peak of packages can be handled without missing trains and planes... without expensive over-time.*

This PB postage meter can be "set" at the postoffice for as much postage as you want to buy. It prints the exact amount of postage needed for any parcel on special gummed tape, delivered wet or dry, as you please. You never run out of needed denominations... never have to hunt for the right stamp or combination of stamps. Just set levers

for the correct amount and press the bar.

The electric postage meter does the rest, printing a dated postmark at the same time which eliminates the need for post-office canceling, often helps your parcels catch earlier trains and planes.

With a meter, your postage inventory is reduced, tying up less cash. Your postage is safe from loss, damage or misuse...and is automatically accounted for on visible registers. The same meter will stamp and seal your letters, if you like.

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### 13 Ways To Cut LTL Costs Listed By Consulting Firm

Less-than-truckload pickup and delivery costs could be reduced as much as 20 per cent if the "lost time" caused by delays at shipping and receiving docks were eliminated.

A study made for the trucking industry by Drake, Startzman, Sheahan and Barclay, New York, distribution and materials handling consultants, indicates that cooperation between shippers and carriers would streamline small-lot truck shipments. For shippers, the firm has 13 suggestions:

- 1) Organize all traffic functions under one responsibility, possibly a "Director of Physical Distribution." With authority thus centralized, problems and bottlenecks can be dealt with immediately and effectively.
- 2) Schedule shipping and receiving over longer periods. This will reduce congestion on the docks, eliminate costly "peaks and valleys" in labor utilization and avoid errors which frequently occur in frantic last-minute loading.
- 3) Use improved handling methods.
- 4) Survey shipping and receiving facilities to determine that they are adequate for volume handled. Lack of sufficient truck spots or maneuvering space is a major cause of delays.
- 5) Storage area layout should be designed for maximum "flow" efficiency. Aisles should run perpendicular to the truck edge, with one aisle centered on every two truck spots.
- 6) Segregate shipments by individual carrier. This is no more difficult for the shipper than piling all shipments together, but greatly speeds truck loading.
- 7) Keep package weight down to the weight one man can handle.
- 8) Markings should be clear, accurate and complete. Stenciling or stamping is more legible than crayon marking.
- 9) Insist on legible bills of lading. Re-checking of illegible bills increases office costs. Major cause of illegibility: overworked carbon paper.
- 10) Inform your carrier of your requirements. Tell him how much freight you have, and when

you want it picked up. Then he can schedule his trucks and improve his service to all customers.

11) Assist truck drivers in loading and unloading larger shipments. When receiving, have a checker ready. When shipping, have bills ready. Help the driver get in and out as speedily as possible.

12) Check freight carefully when it is floored in shipping department, so that driver has only to make a total-piece count.

13) Large shippers should prepay freight charges. This reduces invoice handling.

### Strapped Lumber Loads Result In Faster Deliveries

At Lybarger Lumber Company, Cleveland, Ohio, large unit loads of lumber are first banded with steel strapping before shipping to customers, while small packages of finished lumber are bundled with strapping tape. Results: labor and time savings for company and its customers.



Now, strapped loads are easily handled both in the yard and at the job site, enabling the company to make faster and more frequent deliveries. The easy handling feature is specially advantageous to Lybarger's industrial accounts who often shift materials after receiving, and would find loose lumber unsatisfactory for efficient handling.

For the smaller unit package of finished lumber, which must be free of nicks, dents or scratches, Lybarger uses strapping tape. Using a hand dispenser, which permits fast tape application, a yard man can bundle an order in seconds. Once applied, the tape won't slip or loosen, and leaves no mark on the wood surface. Rolls up to 8" in diameter can be held in the dispenser.



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## "LISTEN MR."

(Continued from Page 18)

the purchasing and traffic departments can work out the most economical ordering quantity consistent with again, storage and price breaks, and avail themselves of the cheapest rate.

Now let us assume in our example of paper goods that it is not feasible from a price break and a storage problem for the company to order 12,000 pounds and over so as to take advantage of the 30¢/100 rate. However, it is found that it is very possible for us to order in the category between 6000 and 12,000 pounds and therefore take advantage of the 40¢/100 rate. Because of this the purchase sheet would then list on it that quantities of this material must be ordered in lots not lower than 6000 pounds.

Now this purchasing sheet shows that a certain quantity of material must be ordered at each ordering period and that it must not be under a certain weight. This information is passed on to the accounting, purchasing and traffic departments.

Now, if any material is ordered by a purchasing agent under these weights or routed by other than the means specified by the traffic department on the purchasing sheet the accounting department, when they receive the invoice from the shipper, immediately turns it over to the purchasing department for approval. The purchasing department then calls in the member who has ordered this material and asks for a reasonable explanation for deviating from any of these instructions. If the reason is valid the bill is paid.

This same procedure goes for all major items ordered by the company. A purchasing sheet is made out and is tendered to the traffic department before it is put into effect. The traffic department must approve of these rates before the purchasing agent is allowed to procure the material. In some instances it is found that the price for transportation is cheaper if material is shipped at the actual rate of 11,000 pounds but declared as 12,001 pounds. In instances such as this it is so specified on the purchase order in their instructions to the shippers. All items are reviewed periodically so there is a constant check on the cheapest freight rate.

As can be seen by the above brief example such a system of incoming freight rate control and purchasing requires extreme coordination between all of the departments involved. However, if it is strictly adhered to a real savings is effected.



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## Tuning In

(Continued from Page 16)

Concurrently with the show, the American Material Handling Society will hold a conference on present-day methods. Some 45 leading executives will discuss such subjects as warehousing, receiving and shipping, equipment ownership versus leasing, the relationship of materials handling to plant layout, integration of handling systems with plant facilities, cost reduction, and yard operations. Douglas A. Gillespie, Northern Electric Co., Ltd., Montreal, is national president of the Society. The exposition is sponsored by Clapp & Poliak, Inc., New York show management firm.

## Forest Products Meeting Next Month

Discussions running the entire gamut of the wood products industry from logging and milling operations to marketing will be featured at the annual meeting of the Forest Products Research Society in Seattle, June 21-24.

## Staplers As Closure

(Continued from Page 17)

to hold the liner in place while he operates the stapling hammer. The net result is a time saving, money saving installation of the car liner.

Attaching waterproof papers to crates and boxes is a job done extensively with staples, as is the task of putting various protective paddings and wood cleats into shipping cases and wrappers around furniture. Both the gun tacker and the hammer tacker are used for these jobs, depending upon which type staple tacker works out best for the particular job.

A new machine developed recently solves another shipping room problem, that of attaching inventory tickets to corrugated boxes filled with merchandise. The inventory ticket must be attached securely, and yet be readily removable when the carton is shipped out. Glueing is too permanent, and tacking is not permanent enough. The solution, then, is with a machine called an Outward Clinch Stapler. Both Bostitch and Duo-Fast have models. These machines have special devices on the staple driving mechanism which cause the staple legs to divert outward and upward as they are driven. This results in a clinching action which holds the inventory tickets securely, but not permanently, to the corrugated container. The interesting thing about these new machines is that they clinch without penetrating the carton, and do so without the use of an anvil base.

Thus, automatic tackers and staples, along with carton stapling machines, team up to do a fast, convenient, efficient stapling job in packing and shipping departments.

## No Outer Pack At All

(Continued from Page 15)

carton with 4-ply corners. The new carton saved \$20,000 in rejected material.

Most of Quaker State's larger cartoned products are sealed via air-powered staple machines. Originally hand powered staplers were used but the company's experts found that with metal products the bulky carton was held together better



Smaller accessories are stock-piled in bins until shipments are required. These smaller cartons are sealed with gummed sealing tape.

by power staples. Reinforced gummed tape has been used in some cases to solve the problem of packages popping under pressure, and smaller cartons are sealed with paper tape.

With cross corrugated aluminum roofing in rolls, Quaker State Metals has developed a product which solves the problem of metal roofing taking up valuable warehouse space because of the numerous sizes that were formerly needed. Roll corrugated makes two standard widths sufficient, thus cutting down on the storage problem, since reorders are quickly and easily made.



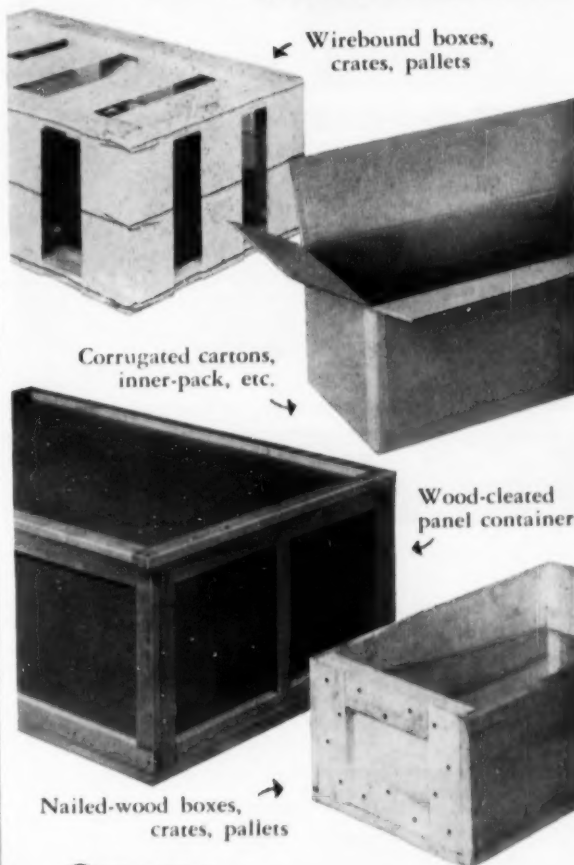
Some cartons carrying formed aluminum accessories are loaded into long corrugated cartons (left), and power-stapled (right).

Under the dynamic, youthful leadership of President Raymond D. Buckwalter, and Vice President and Sales Manager, A. H. Charlton, this young company, with great flexibility in operation and a constant out-pouring of new ideas, seems bound to come up with ever-new ideas in products which will eliminate problems of shipping, transit and storage.

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## Rule 41 Change

(Continued from Page 10)

reinforcing strands and the laminating material used in the new tapes. To avoid dissatisfaction with incomplete cutting, frequent downtime and costly repair bills, it is sound advice to the user to examine carefully the cutting mechanism of these various dispensers available for reinforced tapes."

Mr. Shee had a word of warning to give about maintenance of blades and care of dispensers cutting reenforced gummed tape in the summer months:

"It is not expected that any shear type assembly will retain a sharp cutting edge forever. Therefore, the buyer should look for a construction which promises a longer useful life and convenient and inexpensive resharpening services."

"One final point which will prove most important to the user—especially in the warm summer months—is the ability to conveniently remove a cutting blade for cleaning. It is well established that the asphalt lamination used in various reinforced tapes will soften up slightly in warm weather and will gum up the cutting blades of any dispenser. Therefore a quick and convenient cleaning procedure is highly important."

## AMA Packaging Show

(Continued from Page 11)

for ease of storage and return to the shipper.

Polyethylene remains the fastest-growing packaging material, exhibitors reported. Enough will be produced this year to cover the entire city of Chicago, according to Edmund S. Childs, polyethylene sales manager for the plastics division of Monsanto Chemical Company. About 70 million pounds were consumed last year; this year the total is expected to top 100 million pounds, T. W. Sharp, manager, flexible packaging materials division, Bakelite Company, said.

Heavy gauge polyethylene sheeting, a new product, is now being turned out by Celanese Corporation of America, which displayed it in the form of drum liners for metal chemical containers. Suitable for corrosion, acid, and radioactive barriers, it provides corrosion-proof storage at low cost and weight.

Also emphasized at the conference were foam plastics for interior packaging. Light in weight, unusually shock-absorbent, and insulating against heat or cold, these materials are intended for cushioning of delicate, high-cost products in shipment. Dow Chemical Company's extruded foam plastic as a replacement for heavier cotton in cartons for antitetanus and antisnakebite vaccines was shown.

Koppers Company's expandable polystyrene,



which can be moulded to fit the shape of the product, was displayed around bottles of chemicals, camera lenses, automobile speedometers, and television picture tubes. Because of its insulating properties it is being used as packing around products that must be kept at temperatures as low as 78 degrees below zero during shipping.

A number of manufacturers presented new packaging materials and machines. Bemis Brothers Bag Company showed a lightweight, retractable sound barrier curtain designed for installation in packaging areas to isolate machine and production noise and to protect employees against potential fire hazards. S. D. Warren Company previewed a new high-gloss folding carton stock for deluxe packaging and display purposes.

For bulk shippers Gaylord Container Corporation presented metal "pallet kups," feet for insertion on the bottom flap of a container so that it can be stacked or slid easily over the floor. A new safety knife, made by Flash Box Opener Company, for opening of cartons with a trigger-release action was also shown.

Executives of various companies presented ideas on cost-cutting in packaging and shipping operations. Methods improvement and layout changes rather than purchase of costly machinery has been the approach of AC Spark Plug Division of General Motors. Application of methods techniques to the packaging area resulted in a 70 per cent reduction in packaging labor, it was reported by R. J. Grant, company process engineer.

Foam plastics that are revolutionizing interior packaging were described at one of the sessions. Many of these plastics have unusual ability to absorb and distribute shock and vibration, making them valuable as cushioners in shipment. When a vinyl sponge cushion was laid on a concrete sidewalk and an egg was dropped on it from the fifth story of a building, the egg bounced fifteen feet into the air without so much as cracking its shell. W. D. Lahey, manager, extrusive and molding materials, B. F. Goodrich Chemical Company, Cleveland, Ohio, reported. Representatives of other plastic manufacturers described the characteristics of phenolic resins, expanded polystyrene, and urethane foams.

By using wood cases instead of cartons, Socony-Vacuum has been able to reduce the weight of overpacking by 60 per cent, and to eliminate manual labor. National Cash Register Company has begun using bonded rubber shock mounts and wire-bound boxes to pack one of its accounting machines. As a result, big economies have been made in shipping weight and costs of containers, packing labor and domestic transportation. Laurence J. Craig, general supervisor, shipping, stores and packaging, Hyatt Bearings Division,



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General Motors, reported that his firm's experiments with cellulose acetate and acetate butyrate for packaging anti-friction bearings have been successful.

"Eye appeal" was the keynote of many of the displays. This took the form of packages of pastel plastics and red and green aluminum foil, transparent wraps for product visibility. Gaylord Container Corporation had a red carton for sales appeal in shipping samples, and a number of box-board manufacturers featured decorated die-cut cartons that could be used for store display as well as shipping. Hinde & Dauch Paper Company had a red and yellow display carton for automobile radio aerials and one trimmed in a felt-like material for barbecue sets. Much greater use of color and design was urged by James B. Thompson, president of Stambaugh-Thompson Company, Youngstown, O. He suggested that cartons, particularly those containing hardware goods, be dressed up in colorful lithographed covers advertising the merits of the contents.

Among the closing developments of the exposition was the decision by the Exhibitors' Advisory Committee to hold next year's show in the Convention Hall at Atlantic City from April 9 to 12. Richard Wellbrock, vice president, New Jersey Machine Corporation, was reappointed chairman of the committee.

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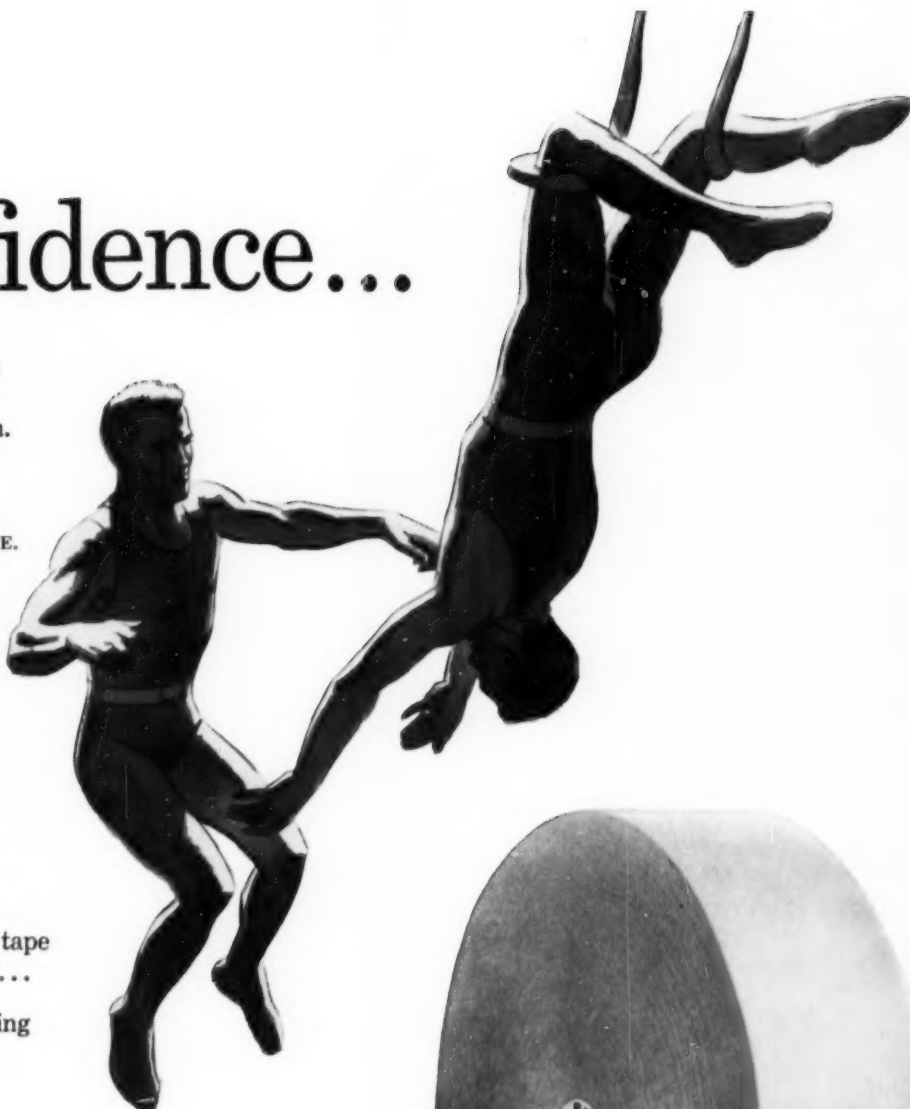
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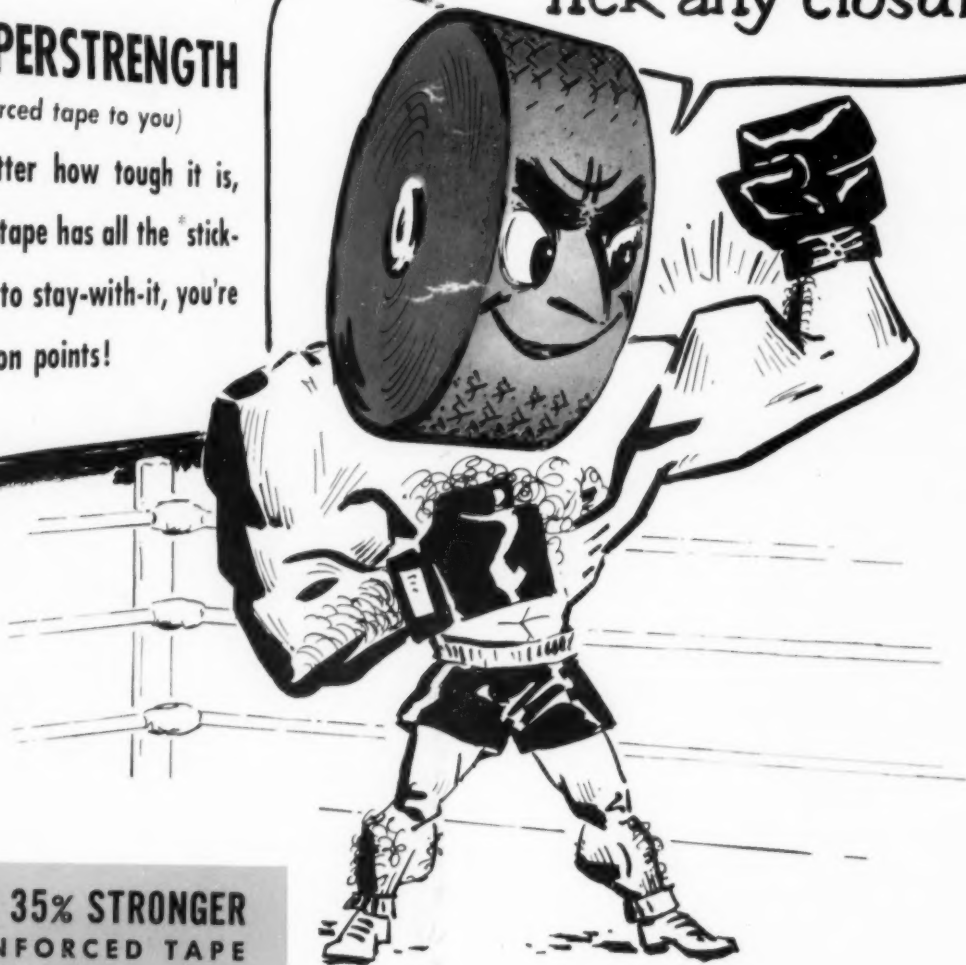


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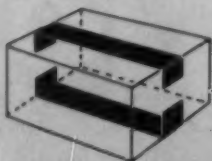
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and 35% stronger with  
properly moistened tape.



*Counterboy*  
**120-A**

Product of 32 years of industry leadership. The 120-A  
is precision built for easy, labor-saving dispensing.

Exclusive Counterboy adjustable moistening insures  
maximum results from all reinforced tapes.

\* Counterboy reinforced tape machines have  
the automatic cutting and patented moistening  
to assure proper conditioning of the heavier  
glue layer used on reinforced tapes.

Machines for reinforced tapes, available in  
every price class.



**TAPESHOCTER 100-A**

Popular shipping room  
model for reinforced tapes.  
Special two-brush moisten-  
ing for heavier glue  
coatings.



**TAPESOOTER 75-A**

Economy priced, two-brush  
model for glass fibre rein-  
forced tapes.



**COUNTERBOY 500-B**

Production line model. Avail-  
able with heavy duty shear  
and spindle for large diam-  
eter rolls.

*Better Packages, INC.*

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Shelton, Connecticut